

## Message Text

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64

ACTION ARA-20

INFO OCT-01 ISO-00 EB-11 CIAE-00 INR-10 NSAE-00 RSC-01

AID-20 XMB-07 DRC-01 /071 W  
----- 075204

R 121657Z MAR 74

FM AMEMBASSY BOGOTA

TO USDOC WASHDC

INFO SECSTATE WASHDC 1705

AMCONSUL CALI

AMCONSUL MEDELLIN

UNCLAS BOGOTA 2109

PASS EXIMBANK

EO 11652: NA

TAGS: BEXP CO

SUBJ: FIRE EQUIPMENT FOR BOGOTA - COUNTRY COMMERCIAL PROGRAM (CCP)

1. SUMMARY. EMB PROPOSES ACTION PLAN FOR SELLING US DOLS 1.2 MILLION IN FIRE EQUIPMENT TO CITY OF BOGOTA. PLAN INCLUDES USDOC'S OFFERING OPPORTUNITY TO SUITABLE ORGANIZATION OR GROUP OF US MANUFACTURERS TO UNDERWRITE TRAVEL TO US BY FIRE CHIEF OF BOGOTA AND ADMINISTRATIVE DIR, FINANCIAL OFFICE, CITY OF BOGOTA. PURPOSE IS TO ALLOW THESE DECISION-MAKERS OBTAIN TECHNICAL ORIENTATION TO MAKE INFORMED PURCHASE. CITY WILL NOT MAKE DECISIONS RE OPENING OF TENDER UNTIL AFTER RETURN THESE OFFICIALS PROVIDING VISIT COULD TAKE PLACE SOON, PREFERABLY BY END OF MARCH. END SUMMARY.

2. ACTION REQUESTED: COORDINATE ACTION PLAN SUGGESTED AT END THIS MESSAGE AND INFORM EMB RESULTS SOONEST. END ACTION REQUESTED.

3. UPON RECEIPT LETTER FROM FIRE CHIEF BOGOTA REQUESTING INFO ABOUT US FIRE EQUIPMENT, COMATT CALLED ON CHIEF TO OFFER ASSISTANCE.

4. BOGOTA FIRE DEPT HAS 150 MEN, 3 STATIONS, AND 29 VEHICLES, SOME OF WHICH ARE 25 YEARS OLD. BOGOTA HAS NO WATER TANKER OVER UNCLASSIFIED

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1,000 GALLONS. EXISTING TANKERS DRY IN TWELVE MINUTES. NO

LADDER AVAILABLE TO REACH ABOVE TENTH FLOOR. COMMUNICATIONS NETWORK INSUFFICIENT AND FREQUENTLY DOWN, AT LEAST IN PART.

5. EQUIPMENT TO BE PURCHASED INCLUDES WIDE RANGE OF NEW, MOST MODERN APPARATUS TO OPERATE AT 2,600 METERS ALTITUDE AT AVERAGE 14 DEGREES CENTIGRADE. DESIRED ARE HIGHEST LADDERS AVAILABLE, LARGEST WATER TANKERS, LONGEST HOSES, ETC. SPECIFICATIONS INCLUDE RESCUE VEHICLES, THREE AMBULANCES, FOUR CARS FOR BOGOTA

FIRE CHIEF AND THREE STATION CHIEFS, MISCELLANEOUS MATERIALS SUCH AS FIREPROOF SUITS, AND POSSIBLY ONE HELICOPTER. SEE SEPTTEL FOR MORE DETAILED SPECIFICATIONS.

6. PAYMENT WILL BE IN CASH, OUT OF US DOLS 10 MILLION LOAN WHICH GALLEGU TOLD COMATT UNDER NEGOTIATION BY CITY OF BOGOTA WITH EXIMBANK (COMMENT: THOUGH PROCUREMENT IN USA MIGHT BE ASSURED WITH COMMITMENT FOR ATTRACTIVE EXIMBANK FINANCING, BOGOTA FIRE CHIEF STILL URGENTLY NEEDS TECHNICAL ORIENTATION FOR CHOOSING RIGHT EQUIPMENT. VISIT IS AMPLY JUSTIFIED IN TERMS OF EXPECTED LARGE FOLLOW-ON SALES. END COMMENT).

7. SUGGESTED ACTION PLAN:

A. USDOC COMMUNICATES WITH NATIONAL ASSOC FIRE CHIEFS AND/OR NATIONAL FIRE PROTECTIVE ASSOC TO SEE IF ANY INTEREST IN SPONSORING TRIP TO US THIS MONTH BY BOGOTA FIRE CHIEF MARTIN E. GALAN MOJICA AND ADMINISTRATIVE DIR, FINANCE OFFICE, CITY OF BOGOTA, LEON GALLEGU CARDENAS. NFPA SHOWED PARTICULAR INTEREST IN AVIANCA BUILDING FIRE JULY 73 AFTER WHICH NFPA OFFICER CARL PETERSON FROM BOSTON VISITED BOGOTA. POSSIBLE SOURCE OF FUNDING MIGHT BE US MANUFACTURERS FIRE EQUIPMENT. HECTOR S RUIZ, HENRY R JAHN AND SON, INC., 140 CEDAR STREET NY NY 10006, EXPORT MANAGERS FOR CALAVAR CORP (FIREBIRD) IS TENTATIVELY INTERESTED THOUGH HIS COMPANY WOULD PREFER NOT TO UNDERWRITE ALL EXPENSES TEL 349-8040. ANOTHER POSSIBILITY MIGHT BE WARD LA FRANCE INTERNATIONAL INC PO BOX 2187, ELMIRA HEIGHTS NY 14903. USDOC REQUESTED COMMUNICATE DIRECTLY WITH A. CURTIS LA FRANCE, WHO INQUIRED ABOUT PROJECT IN LETTER TO COMATT DATED FEB 14.

B. USDOC COMMUNICATES WITH FORMER FIRE CHIEF OF BOGOTA, CAPITAN UNCLASSIFIED

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FRANCISCO JOSE MEDINA SANCHEZ, NOW REPORTEDLY ATTENDING INTERNATIONAL POLICE ACADEMY, WASHINGTON DC FOR ADDITIONAL ADVICE ON SETTING UP TRIP FOR GALAN AND GALLEGU.

C. BOGOTA FIRE CHIEF GALAN WOULD LIKE TO INSPECT WASHDC FIRE DEPT DURING WHICH GALAN WOULD PRESENT FIRE CHIEF OF WASHDC WITH COLOMBIAN DECORATION AGUILA DEL FUEGO PRIMERA CLASE.

8. GALLEGO SPEAKS ENGLISH. GALAN DOES NOT.  
WHITE

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NNN

## Message Attributes

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**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
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**Disposition Action:** n/a  
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**TAGS:** BEXP, CO  
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